

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03

SP-02 LAB-04 EPG-02 SIL-01 OMB-01 L-03 H-01

NSC-05 SS-15 STR-04 CEA-01 PA-01 PRS-01 CU-02

AS-01 /087 W

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R 220312Z JUN 77

FM USLO PEKING

TO SECSTATE WASHDC 8040

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 1253

E.O. 11652: GDS

TAGS: ETRA CH US

SUBJ: CUSCT PACKAGING DELEGATION

REF: PEKING 922 (NOTAL)

1. SUMMARY: NATIONAL COUNCIL FOR US-CHINA TRADE'S
PACKAGING DELEGATION HAS COMPLETED AN UNEVENTFUL TWO WEEKS
OF SEMINARS AND FACTORY VISITS. TREATMENT OF THE GROUP
WAS CORDIAL AND BUSINESSLIKE, CONTRASTING WITH FIRM
REJECTION ON POLITICAL GROUNDS OF CSC GROUP'S PROPOSAL.
END SUMMARY.

2. NATIONAL COUNCIL PACKAGING DELEGATION CONCLUDED ITS
SMOOTHLY-RUN AND UNEVENTFUL TWO WEEK VISIT TO CHINA ON
JUNE 20. FIRST WEEK OF THE VISIT WAS DEVOTED TO TECHNICAL
SEMINARS CONDUCTED BY THE DELEGATION ON THREE TOPICS: CANS,
BOTTLES, AND INKS (FOR LABELS). SOME COMMERCIAL
APPOINTMENTS WERE ALSO ARRANGED.

3. PLEADING PROBLEMS WITH SEAT RESERVATIONS, THE HOST
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REPRESENTATIVES FROM CHINA NATIONAL PACKAGING
CORPORATION SPLIT THE GROUP INTO TWO FOR TRAVELING
DURING THE SECOND WEEK. WHILE THE FOUR ACCOMPANYING
WIVES AND NATIONALCOUNCIL REP JACKSON VISITED
SHANGHAI SOOCHOW AND NANKING, THE EIGHT BUSINESS
REPRESENTATIVES TOOK A BOAT OVERNIGHT FROM SHANGHAI TO TSINGTAO
AND RODE BY CAR FROM TSINGTAO TO YENTAI AND BACK

BEFORE RETURNING TO PEKING.

4. PLANTS VISITED BY THE GROUP IN YENTAI WERE RELATIVELY MODERN, EXPORT-ORIENTED PLANTS WITH RECENTLY PURCHASED ITALIAN MACHINERY, NONE OF WHICH WAS BEING USED TO FULL CAPACITY BECAUSE OF PRODUCTION LINE BOTTLENECKS. DESPITE SUBSTANTIAL ROOM FOR IMPROVEMENT IN BOTH HYGIENE AND EFFICIENCY, MEMBERS OF THE GROUP FELT CHINESE VEGETABLE AND MEAT PACKING PLANTS WOULD BE ABLE TO MEET US STANDARDS WITHOUT TOO MUCH DIFFICULTY.

5. DURING THE DELEGATION'S VISIT TO SHANGHAI, PACKAGING CORPORATION OFFICIALS SUGGESTED A US VISIT BY THEIR COMPANY THIS FALL, A VISIT WHICH HAS NOW BEEN FIXED BY THE NATIONAL COUNCIL FROM OCTOBER 24 TO NOVEMBER 24. LEADER OF THE DELEGATION WILL BE PACKAGING CORPORATION DEPUTY GENERAL MANAGER LI HSIEN. THE VISIT WILL CONCENTRATE ON US MARKETING PRACTICES RATHER THAN PACKAGING TECHNOLOGY.

6. IN CONVERSATIONS WITH CCPIT VICE-CHAIRMAN LI CHUAN AND OTHER CHINESE TRADE OFFICIALS THE GROUP RECEIVED CORDIAL, BUSINESSLIKE TREATMENT WITH NO REFERENCES TO THE PACE OF NORMALIZATION, TAIWAN OR EVEN US TARIFF LEVELS. LI CHUAN EMPHASIZED THE CONFIDENTIAL

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PRIMACY OF QUALITY, DELIVERY TERMS AND PRICE IN CHINA'S PURCHASE DECISIONS IN THE SAME WAY FOREIGN TRADE MINISTER LI CHANG DID DURING AMBASSADOR GATES' FAREWELL CALL (REFTEL). FOLLOWING SO CLOSELY CHI TENG-KUEI'S HARSH REJECTION OF THE CSC APPROACH, THE TREATMENT ACCORDED THE PACKAGING DELEGATION SUGGESTS THE CHINESE ARE DRAWING MORE SHARPLY THAN IN THE PAST THE LINE BETWEEN "COMMERCIAL" AND "POLITICAL" EXCHANGES WITH THE US.
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